



MINNESOTA  
NEWSPAPER  
ASSOCIATION

Postal Regulatory Commission  
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To: U.S. Postal Regulatory Commission  
Docket No. MC2012-14  
Docket No. R2012-8

Representing over 350 daily and weekly newspapers as well as numerous shoppers, the Minnesota Newspaper Association would like to express its concern, confusion and extreme disappointment in the efforts of the United States Postal Service to enter into an agreement with Valassis Direct Mail.

This anti-competitive, special-rate discount with a single company flies in the face of good business practices. In the strongest of terms we would ask that the Postal Regulatory Commission immediately cease further consideration of the Negotiated Service Agreement brought forward by the Postal Service that includes an unprecedented 22 to 36 percent discount offered to a single business entity.

This Negotiated Service Agreement would do great harm to Minnesota newspapers. To have a direct competitor's services directly subsidized by the very delivery vehicle that we require to deliver our product is unfair trade and would severely affect our newspapers' ability to maintain and even survive.

Newspapers in Minnesota have long supported the Postal Service. The weekly newspapers in the state use the U.S. mail for nearly all of their circulation. Without the Postal Service we would be hard-pressed to continue to disseminating the information through a free press. Likewise, the Postal Service would be hard-pressed to continue to deliver its mail without the revenue generated over the past decades from newspapers – to say nothing of the revenue the USPS will receive in the years to come.

Thank you for your consideration and please contact us with any questions or comments.

Sincerely,

Kevin G. Anderson, President  
Minnesota Newspaper Association

Lisa L. Hills, Executive Director  
Minnesota Newspaper Association